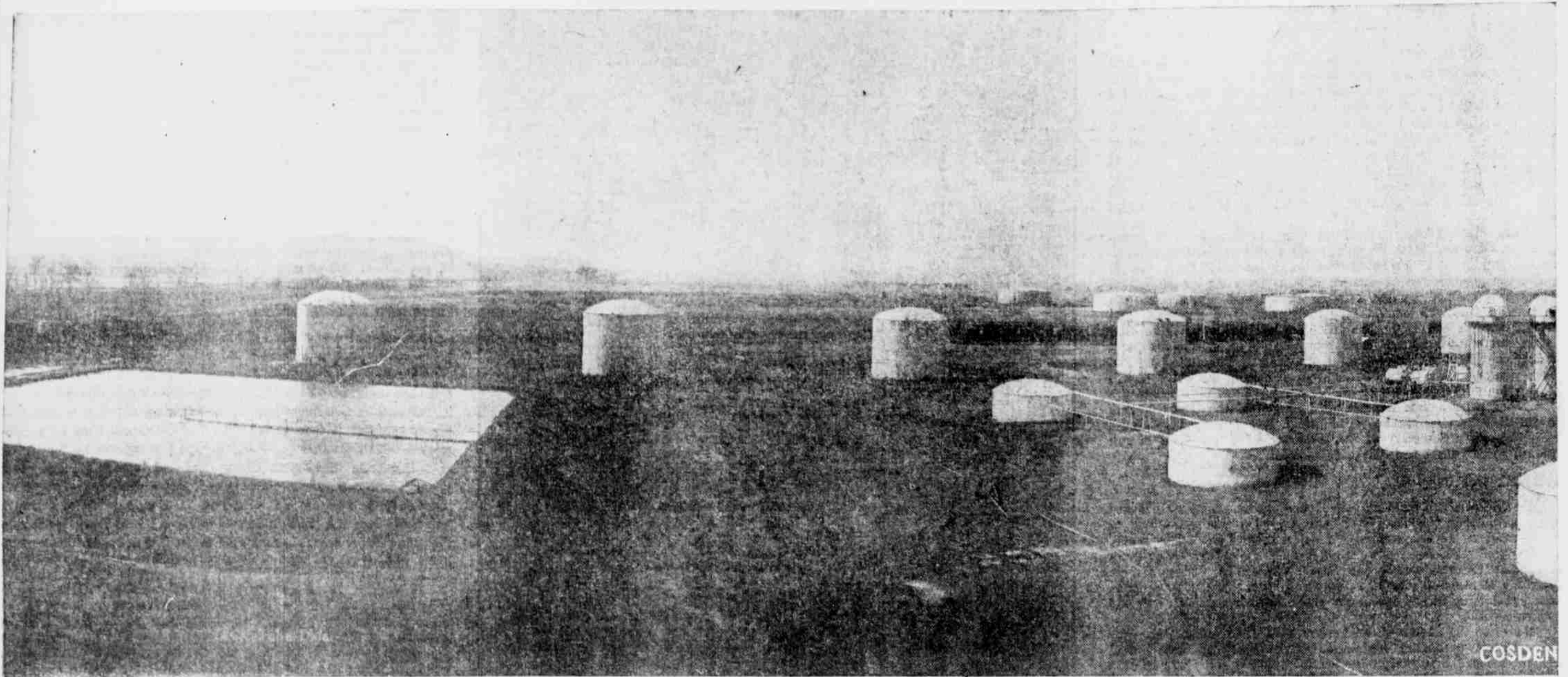


Cosden and Company's Great New Refinery at Tulsa Is Model Institution of Its Kind



COSDEN

Thirty Big Refineries.

EIGHT years ago there were but two refineries in Oklahoma, the Muskogee Refining company at Muskogee and the Uncle Sam refinery at Tulsa. Both of these were small propositions and their market restricted. Now there are something like thirty refineries in the state and every one of them has more than double the capacity of the pioneer refineries. Whereas Oklahoma refined oil had to be peddled around the neighborhood "in cars and skillets" it is now being used in every corner of the world, is carried in boats to China and Japan, is feeding the flames of the battleships of Great Britain, Germany, France and all the other countries of Europe, to say nothing of furnishing the flame for the lamps in the cottages five thousand miles away. In the frigid regions of the Arctic circles and in the fetid huts on the Equator the denizens are burning Oklahoma oil and every year they are burning more and more of it.

In the matter of capacity and number of refineries Tulsa is the center of that branch of the industry just as it is the center of the producing and pipe line branches of oil and gas. At Tulsa or in its suburbs are located the plants of the Texas Company, Cosden Refining company, Pierce Oil corporation, Constantin Refining company, Uncle Sam Oil company, Phoenix Refining company with a combined daily capacity of 35,000 barrels of crude oil. The Cosden refinery, recently enlarged and improved, is the largest in the state with a still capacity of 15,000 barrels daily. Next in rank in the immediate vicinity of Tulsa are the Pierce Oil corporation and Texas Company plants each with capacity of 7,500 barrels crude daily.

Big Plants at Cushing.

Recently Cushing has been coming right up in the front rank of refining cities. There are six plants there taking in all more than 15,000 barrels daily. Okmulgee also must be put right up near the top of the list. Then there are refineries at Oilton, Oklahoma City, Healdton, Ardmore, Muskogee, Bigheart, Poteau City, Vinita and Chelsea.

It has been stated by expert authority that all of the refineries in this state are up to the last notch of efficiency and that there is not an outgrown plant. They have kept right up to the minute and whenever a new process has been discovered and proven they have been right on the job of utilizing the improvement to its limit. Thus in the matter of the new patent for the increase in the percentage of gasoline to be derived from Oklahoma oils, just as soon as the economy of the patent had been demonstrated every one of the Oklahoma refineries put in the new process thereby keeping down the price of gasoline which was steadily advancing and also reducing the stocks of kerosene which were piling up. The new process makes a marketable product which is classified as motor spirits useable in automobiles and in every capacity where gasoline has been used, of gravity and power producing force.

Nearly all of the refineries in the state have their pipe lines from production to the manufacturing establishment. The Cosden company has two eight-inch lines from Cushing to Tulsa, the Texas Company

has a line from its source of production. The Milliken Refining company at Vinita has a line from Cushing to the plant and the Chelsea Refining company has a line from Cushing to Chelsea. In the laying of these lines millions of dollars have been invested. There are more than five thousand tank cars used daily in the transportation of crude and refined oils. These cars are owned by the refineries. The pipe lines are used exclusively for the transportation of the crude oil owned or purchased.

Refiners Work Together.

The refiners have organized an association embracing all of the establishments in Kansas and Oklahoma for the protection of the trade and for the discussion of trade questions. It is not in any sense a trust or combination. No attempt is made to regulate or fix prices or divide territory. The association meets once a month and talks over general trade conditions. In the matter of discrimination in freight rates and other matters affecting the transportation and prompt delivery of shipments the association has been of vast benefit to

every member. In the matter of legislation affecting inspection and useless expense for the emolument of state employees the association has also done a great work. During the last session of the Oklahoma legislature two vicious measures were defeated entirely through the efforts of the refiners. These were the bills which would have prohibited them from owning pipe lines and production and thus vitiated a tremendous investment and crippled every plant in the state and the other was an inspection bill which would have placed every refinery in Oklahoma at a disadvantage in competition with refineries in other states attempting to do business in Oklahoma.

But it is not only in matters of protection and advancement of the industry at home but in the extension of foreign markets the refiners have been especially active. There has been organized in addition to the general association, the Export Oil corporation, composed of several refiners of which James King Duffey of New York is president and Eugene Forquer of Tulsa is secretary. This corporation has shipped several cargoes through the Panama canal. In fact the very first shipment of oil to go through the canal was made by this corporation. The output of the refineries is handled through an agency in New York. It is shipped to New Orleans and there loaded on the ships for export. Although it is believed that most of the oil is for the east no statement of destination has been made. According to the rule of the government of the United States, adopted since the European war, for the proper protection of American commerce, the manifests of the steamers and destination as well as consignees are not published. In this way hundreds of thousands of barrels of Oklahoma oil have been shipped outside the country.

Has Been Hard Sledding.

In spite of repeated assertions as to the profits accruing from the refining of oil and all of the theories which have been exploited as to fortunes made from refining it is a matter of fact that the refineries in Oklahoma have not prospered to the extent that other manufacturing enterprises have prospered. They have had hard sledding, many of them, for years in spite of improved facilities of manufacture and the devotion of talent and energy equal to the talent and energy exerted in any other avenue of human activity. At this time the statement is made by a refiner of years of experience and who has all of his money invested, that it will be a long time before the refineries can expect to make substantial dividends. Yet with a pluck and courage deserving better results these men have kept their shoulder right at the wheel and have contributed in no small degree to the prosperity of the communities in which they reside and where their plants are located. They are among the most progressive citizens and are always at the forefront of any movement which makes for the betterment of the community. They have provided a market for more than 75,000 barrels of oil a day and this is something for producers to remember when they are charging the refiners with accumulating enormous fortunes.

First In Pipe Lines.

IN THE matter of pipe line mileage Oklahoma is easily the first state in the union. For many years Pennsylvania held the record but Oklahoma at this time has more than twice the pipe line mileage of any state. And this in spite of the fact that for years after the opening of the oil pools in Oklahoma the policy of the department of the interior was antagonistic to pipe line extension due to the ridiculous charge made by a certain class of producers that the pipe line systems of the country were controlled by a monopoly and that a further extension of lines would but further fasten the grip of monopoly on one of the greatest industries and discourage individual investment and the laying of new lines. At the time of the opening of the now famous Glenn pool pipe line facilities were woefully inadequate.

It is exceedingly difficult to arrive at an accurate statement of the exact mileage of the various lines in the state for the reason that what would be true today would be inaccurate and misleading tomorrow. For instance the Prairie Pipe Line company at this time is laying more than 150 miles of line, the Mc-Man Oil company is laying more than 150 miles, the Oklahoma Pipe Line company is laying more than 100 miles and various refineries and gas companies are adding to the total.

First Line Eleven Years Ago.

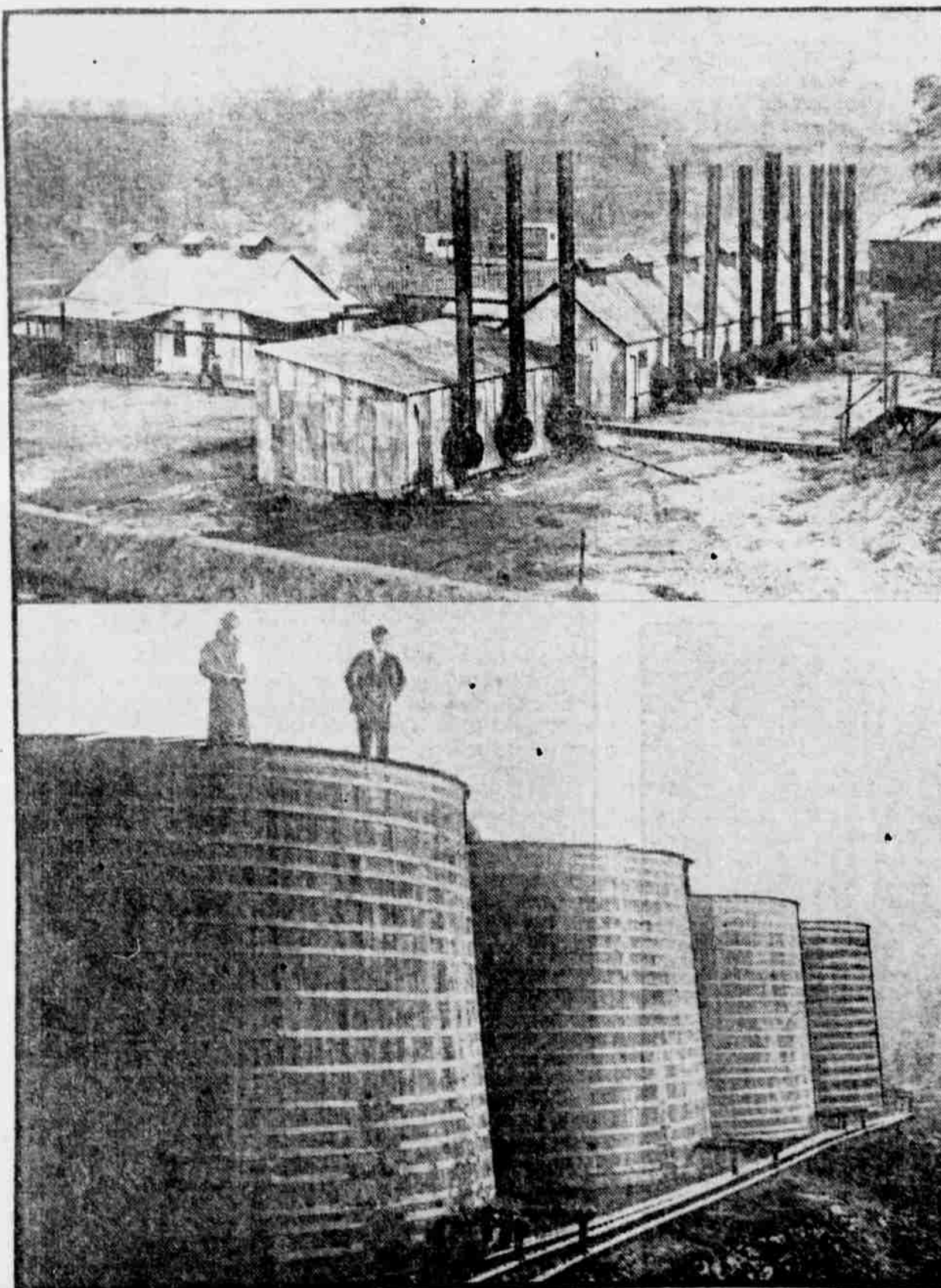
The first pipe line constructed in Oklahoma was laid by the Prairie Oil & Gas Co. in 1904. Prior to that time the southern terminus of the Prairie's lines was Caney, Kan., but in that year the company crossed the river and laid a line into Bartlesville and opened a purchasing agency there for the taking care of the rapidly increasing production in the Osage country. After that lines were laid to what is known as the shallow sand pool in Nowata and adjoining counties. The system of pipe lines has been gradually extended and its capacity increased till today the lines of the Prairie cover all of the producing districts in the northern and eastern portions of the state. It reaches the remotest production in the Osage, in the Morris-Okmulgee, the Cushing, the Tulsa, Flat Rock, Cherokee, Shallow Pool, and other districts.

The Gulf Pipe Line company of Oklahoma has main trunk lines running from the northern part of Oklahoma across the state to a connection with the Gulf Pipe Line company's system in Texas. This line supplies the material for the big refining plant of the company at Port Arthur. Its length in Oklahoma is more than two hundred miles which with the laterals and feed lines will make the total mileage of this company alone more than four hundred miles. The Texas Company also has a main trunk line extending from the production north of Bartlesville clear through Oklahoma and this company also has a total mileage of more than four hundred miles. The Oklahoma Pipe Line company has a trunk line from Glenn pool diagonally across the state to the Arkansas line and is extending this to Cushing as well as doubling the size of the first line. With its laterals and feed lines this company probably has three hundred miles of transportation. The line of the Mc-Man Oil company from Cushing across the line into Texas will be 160 miles. The Magnolia Pipe Line company, a Texas corporation, has two lines from Healdton district into Texas and with feed lines and laterals is close to two hundred and fifty miles in the total.

Gulf is a Tulsa Asset.

The Gulf Pipe Line company maintains general offices in Tulsa and employs a large force of men, who make their home here. The local officials of the concern are loyal Tulsans and are constantly striving to make Tulsa a bigger and better city in every way. The Gulf Pipe Line company is one of the big oil institutions here of which every citizen is justly proud. M. M. Doan is the executive head of the company's Oklahoma activities and is one of the best known and best liked men in the entire industry.

The pipe lines that have headquarters in Tulsa probably represent more money and bigger investments than any other class of institutions in the city. The heads of these concerns have their homes here, own Tulsa real estate and are closely affiliated with all civic movements.



White & Sinclair Property.

White & Sinclair, a Tulsa firm, are the biggest independent operators in the Oklahoma fields. The top picture shows one of their 11-boiler pumping stations in the Cushing field. The lower view shows a row of small 1,500-barrel wooden tanks, which are usually built close to the wells. The pumping station is the largest of its kind owned by an independent firm and will pump on an average of 20,000 barrels of oil a day.